

Message Text

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ACTION EUR-12

INFO OCT-01 EA-07 NEA-10 ISO-00 EURE-00 CIAE-00 DODE-00

PM-04 H-02 INR-07 L-03 NSAE-00 NSC-05 PA-01 PRS-01

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AMEMBASSY AMMAN PRIORITY

INFO AMEMBASSY ABU DHABI PRIORITY

AMEMBASSY DAMASCUS

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY COLOMBO

AMEMBASSY KUALA LUMPUR

AMEMBASSY SINGAPORE

AMEMBASSY FAA BRUSSELS

AMEMBASSY TOKYO

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DEPARTMENT PASS COMMERCE FOR COHEN, HALE, AND MYERS; EXIMBANK
FOR MORAN AND HAMMOND; FAA FOR CARY AND CARMICHAEL; CAB FOR MINETTI
SCIBILIA AND MURPHY

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SUBJECT: ALIA REEQUIPMENT, ALIA-SYRIAN ARAB AIRLINES (SAA)

PROJECTED JOINT TRANSATLANTIC SERVICES; 1976 REGION AIRCRAFT
SALES TO DATE

SUMMARY: FINANCING SCENARIO COVERING ALIA'S TWO BOEING 747-200
COMBIS COMPLETED, BOOSTING US REGION TRANSPORT AIRCRAFT SALES
TO \$248.5 MILLION YEAR TO DATE. SUBJECT USG APPROVAL, ALIA AND
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SYRIAN ARAB AIRLINES (SAA) PLAN JOINT RANS ATLANTIC SCHEDULED

SERVICES, AMMAN-DAMASCUS-NEW YORK UTILIZING 747-200B'S AND 747 0'S. ALIA PLANS TO INAUGURATE NEW TWICE- WEEKLY ROUTE AMMAN-COLOMBO EFFECTIVE JULY 1 WITH 707-320C'S WITH EXTENSIONS LATER IN YEAR TO KUALA LUMPUR AND SINGAPORE; AND ULTIMATELY TOKYO. END SUMMARY.

1. RCAA DWOR MET WITH ALIA CHAIRMAN ALY GHANDOUR, ROME APRIL 9. GHANDOUR STATES GOI WAS OFFICIALLY NOTIFIED BY DONOR STATE (MOST CERTAINLY ABU DHABI) APRIL 4 THAT LETTER OF CREDIT IN FAVOR OF GOI/ALIA, OPENING LONDON APRIL 14 TO COVER ACQUISITION TWO NEW BOEING 747-200B COMBIS(SIDE MAINDECK CARGO DOOR) NOW ON PRODUCTION LINE, VALUED AT \$100 MILLION, FOR DELIVERY OCTOBER 1976. FORMAL ANNOUNCEMENT OS ORDER WILL BE EFFECTED BY H.M. KING HUSSEIN UPON H.M.'S RETURN TO AMMAN FROM ABROAD.

2. ENGINE SELECTION IS GENERAL ELECTRIC CF6-50E RATED AT 52,500 LBS. TAKEOFF THRUST, PERMITTING MAXIMUM GROSS TAKEOFF WEIGHT 820,000 LBS. AIRCRAFT WILL BE CONFIGURED AT 280 SEATS PLUS REAR MAINDECK CARGO CAPABILITY SIX 8' X8' X10' CONTAINERS WITH TARGETED AVERAGE DAILY UTILIZATION RATE OF 11 HOURS PER AIRCRAFT. BOTH AIRCRAFT WILL BE DEPLOYED ON EXISTING ALIA ROUTE NETWORK STRETCHING FROM LONDON TO BANGKOK AND, SUBJECT USG APPROVAL, JOINT ALIA 747-200B/SAA 747SP ROUNDTRIP SCHEDULED SERVICES AMMAN-DAMASCUS-NEW YORK. MAJOR ENGINE AND AIR-FRAME OVERHAUL ON THE TWO 747-200B'S WILL BE PERFORMED AT KLM AT ITS SCHIPOL (AMSTERDAM) BASE. HIGH PLANNED UTILIZATION OF THE TWO NEW AIRCRAFT WILL REQUIRE AT LEAST TEN THREE-MEN FLIGHT CREWS, INITIAL CADRES OF WHICH WILL UNDERGO 747-200B TYPE-RATING TRAINING AT BOEING-SEATTLE SHORTLY. CHAIRMAN GHANDOUR STATES ALIA WILL ALSO FURNISH THREE BOEING 747SP FLIGHT CREWS TO HELP MEET SAA'S WIDEBODIES FLIGHT CREW REQUIREMENTS SUBSEQUENT TO PLANNED 747SP DELIVERIES TO DAMASCUS MAY AND JULY 1976.

3. EFFECTIVE JULY 1, ALIA PLANS TO INAUGURATE TWICE-WEEKLY BOEING 707-320C SCHEDULED SERVICES AMMAN-COLOMBO WITH EXTENSIONS ONWARD LATER IN 1976 TO KUALA LUMPUR AND SINGAPORE. GHANDOUR STATES ALL TRAFFIC RIGHTS FOR THE NEW ROUTE ARE IN HAND, WITH AN ULTIMATE GOAL OF EXTENSION EASTWARD TO TOKYO SUBSEQUENT TO OPENING OF NARITA INTERNATIONAL AIRPORT TO SCHEDULED SERVICES. THE NEW ROUTE WILL BE OPERATED IN ADDITION TO EXISTING LIMITED OFFICIAL USE

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THRICE-WEEKLY AMMAN-GULF-BANGKOK SCHEDULED SERVICES.

4. GHANDOUR HIGHLY PLEASED WITH THE PERFORMANCE OF NEW ALIA SUBSIDIARY ARAB WINGS (AIR TAXI), WHICH IS CURRENTLY OPERATING TWO GATES LEAR JET 23'S LEASED FROM EXECUTIVE JET AVIATION (US) AND ONE NEW GATES LEARJET 36 (LONG-RANGE VARIANT) RECENTLY PURCHASED. UPON DELIVERY OF FIVE NEW GATES LEARJET 35'S AND ONE ADDITIONAL NEW GATES LEARJET 36, THE TWO 23'S WILL BE RE-

TURNED TO LESSOR. VALUE OF THE GATES LEARJET 35/36 SEVEN-AIR-CRAFT ACQUISITION BY ARAB WINGS ESTIMATED BY RCAA AT \$10 MILLION INCLUDING SPARES.

5. ALIA AND GOI HAVE JOINTLY FUNDED \$7 MILLION US TO ENHANCE PRESENT AMMAN AIRPORT'S RUNWAY/TAXIWAY/APRON CAPABILITY TO SPECIFICALLY PERMIT 747-200B COMBI SCHEDULED OPERATIONS UNTIL SUCH TIME AS NEW AMMAN INTERNATIONAL AIRCRAFT IS COMPLETED.

6. INCLUDING ALIA'S TWO 747-200B COMBIS, US TRANSPORT AIRCRAFT SALES 1976 TO DATE \$248.5 MILLION WITH ORDERS BY SAUDIA, OLYMPIC, JORDANIAN WORLD, AND ALIA. YEAR-END TARGET \$800 MILLION.VOLPE

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